ROMANCES OF THE BUSINESS WORLD



THE BRIDE WHO BECAME THE BOSS



By RICHARD SPILLANE.

Few men want their womenfolk in business. It is bad enough for girls who must support themselves or for women who are thrown upon their ewn resources, but for a bride to enter the field, that seems to be beyond the limit.

Mr. Drew, ordinarily one of the most good-natured and even-tempered of men, showed evidence of something approaching anger when his wife, despite his flat-footed declaration that her suggestion was absured persisted.

Mr. Drew assured in her ideas. The big city seemed a dreadfully dreary place to her in the loug hours when Bob was down town. Idleness was punishment to her.

[She needed something to keep her mind and her hands employed. It mattered little to her if she got only a few dollars pay a week if she could feel she was accomplishing something, and if she did not have to sit at home and count the hours until Bob came home.

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but after calm reflection she thought she saw her way clear. Possibly if she got employment where her husband worked he would do better. If he had to accompany her home each evening he would not be out so late with his companions. She might without his knowledge, wean him away from his weakness. She was a patient woman, was Mrs. Bob. She realized that as the matter stood at the moment her husband would not permit her entering the business real. Later something—the depression following overluduigence or the

sion following overlindulgence or the danger of losing his position—might win his consent. Seemingly she accepted his refusal nterest all women, but all the while held to her purpose. She had a

to her husband that he lapsed again. She was as helpful and sympathetic as usual, but made no reference to her pet idea, She did, however, stop the theatre trips and the shopping visits, and she professed when he questioned her about it to have tred of going out so much. Bob thought she was getting over her homesickness and becoming more contented with city life.

Maybe the shock was all the greater.

Maybe the shock was all the greater to him on that account when, the next time he had to remain home, she informed him she was resolved on getting some employment. He argued as before, but his arguments carried less states, the time and man attented

ting some employment. He argued as hefore, but his arguments carried less weight this time, and a man situated as he was at the time, remorseful and repentant, has not the moral force back of him that he usually posses. Maybe the manager of the office had a fuller realization of what actuated her in applying for work than she knew. He was a kind and good man and he told her she might start the next day. It was a multiform printing concern and a lot of women were employed as operators. Her husband was a Balesman of the machine. For a week, while she was learning to be an operator, she go no pri. Then she started at a very moderate wage.

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Maybe he shook all the greater to him to see his wife putting herself on a level with the general run of workers, but gradually his resentment lessened, and he even felt a glow of pleasure one day when he heard some one praise his wife for the work she was doing. And Mrs. Bob deserved praise. She was well educated and quick witted, and, in addition, was painstakingly neat and accurate. According to her code, no work was done unless it was well done. She did not believe in erasures or interlineations. Every letter, every word, every line, every sentence, every paragraph, every sheet had to he as perfect as human hand and machine could make it. Within his weeks of her advent into the office every job that required care and skill was given to her. The manager, while seeming to notice nothing, noticed everything when Mrs. Bob asked for an increase from \$5 to \$7\$ a week he irubbed his bald head frowned and said

but it did not tremble long. When she finished the job was perfect. She went over it with the most rigid scrutiny, She had resolved that no bit of work ever should leave her office that vas not perfection. She should, at least, have a reputation for excellence

The man who got that first job was pleased until he got the bill. Then he frowned. "Malam?" he asked, "lan't this pretty steep?"

"It is the price for the best of work,

the only kind I do," was the reply.

The man grumbled and said he never paid so much before. Then he paid the bill.

paid so much before. Then he paid the bill.

In the first month Mrs. Bob made expenses and a little more. In the second month she did much better. One of her patrons this month was the man who gave the first bit of work to her, "I had a lot of printing done in another establishment," he said, "but they made so many errors and turned out so poor a job that I came back here."

Later, when the man expressed satisfaction over the way she handled his second order, and declared he would give all his work to her if she lowered her price, she told him her rate was based on the best of service and she believed it was fair.

Customers came and customers went, but her business grew steadily. Every the second by those who charged less tweet of the constant of the price, she told him her rate was based on the best of service and she believed it was fair.

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Within four months of r. nting the office she had to engage an assistant. She tried twenty girls before she ac cepted the one. Next month she had to have another assistant. The work was beginning to come to her so fast thus she had to work night; occasionally She was getting a reputation for doing the highest class of work in her line. Before the year was out Mrs. Bob had to move. She could not get a suite of rooms to suit her in the old building, and, besides, she wanted to be nearer the centre from which some big orders were coming—Wall Street.

One day she got a small order from the greatest bank in America. It got the same attention as other business. same attention as other business

published by a concern of international prominence. One day the great bank sent the copy for this elaborate report to Mrs. Bob. Since then she has printed the report each quarter.

Two years and a half after renting her cubbyhole of an office Mrs. Bob had twenty operators working. The selection and drilling of these operators was her hardest task. None but the most careful, the most accurate and most trustworthy would suit her. She paid the highest wage known to her particular field and exacted the highest class of work. It got so that the fact that a person had worked for Mrs. Bob was taken by others as a diploma. As Mrs. Bob climbed the ladder of success, Mr. Bob remained stationary or dropped back a rung. He departed from the multiform concern to try another specialty line, and then drifted from that to another and then to another and then to another. He was the same kindly, cheery delightful Bob as of old, and he had come to be intensely proud of his clever wife, even if he sometimes wished she was not in business. He was conscious of his own fallings and did not spare aimself in self-denunciation when he fell from grace; but his wife never had an unkind word for him and never was more devoted than when he was downcast.

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an unkind word for him and never was more devoted than when he was downcast.

Mr. Bob was having reason for being downcast. He was finding it difficulty for get work, or at least work that brought a good return. He had lost caste, for he was not considered dependable. Two weeks of idleness that were made unpleasant by refusals of work in lines he formerly would no have considered for a moment broughthim to a bitter realization of his position. Scarcity of money, too, embarrassed him. His wife had plenty, his was too proud to borrow from her. One evening after dinner he told hes he was ging to take the first job that was offered to him. He was becoming distracted, he said, by the long-continued idleness.

"Bob," said Mrs. Bob, "if I were you I wouldn't take any job that keeps you cutside. Your trouble is due to your good nature. You should give up the selling field. There is too much donvivality connected with it. You ought to try to get office work."

Bob never had done anything but sell stuff, but he knew what his wife said was true.

"Til look for an office job," he said, "and if you hear of anything try to fix it for me. Don't worry. I won't give you cause to regret it."

The next night Mrs. Bob was quite excited when she met her husband.

"I know of a job you have a chance."

"Good!" exclaimed Bob. of getting, Bob," she said. positively in the morning." will you know?"

"By 10, I think."
"All right; I'll be at your office at 10."

Bob was there at 10.
"What did you hear?" he asked.
"It's all right," she answered. "You can have it. The business is young, but it's growing, and there's a good chance for the right man. You can get \$50 a week to start on, but the boss is mighty strict."

little break in her voice. "That's your (Copyright, 1910, by Richard Spillane.)



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that was unpleasant to her. That was of one of her schoolgirl friends who had married and come to the city and had to return to her parents in a few years. There would be nothing of that sort with her, she determined.

It was a month or six weeks after she had broached the business idea to her husband that he lapsed again.

She was as helpful and sympathetic as the was as helpful and sympathetic as usual, but made no reference to her per late of the show they care as the show. The same training the same training the same training to give the mesh, that is the will cost you only about 12 cents a week, or less than two cents aday. It will not interfere with your work or occupation. Just send me your same and address, tell me how you suffer if you wish, and will cost you only about 12 cents a week, or less than two cents aday. It will not interfere with your with occupation. Just send me your same and address, tell me how you suffer if you wish, and will cost you only about 12 cents a week, or less than two cents aday. It will not interfere with your wish or occupation. Just send me your same and address, tell me how you suffer if you wish, and twill cost you only about 12 cents and the your with your with your with your with your with her, she determined.

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She was as helpful and sympathetic as usual, but made no reference to her your address, and the free ten day's treatment is your about 12 cents all weeks, or less than two cents aday. It will not interfere with your work or occupation. Just send me your with the replantory illustrations showing your case, entirely free, in plan wrapper, by return mail. I will also send you fee of cost, my your assert with your wink not will cost you only not will cost you only not will not her her how you wish, and it will cost you only not will cost you only not will not her her head of the how you wish, and will cost you only not will not her her head of the how you wish

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